

Illinois Department of Commerce and Economic Opportunity

IEN Report for January

| | January | CY11 | FY11 | HISTORICAL TO DATE | TOTALS 09-TO DATE |
|---|---------------|---------------|---------------|-----------------------|----------------------|
| Total SBDC Network Customers Served | 2,936 | 2,936 | 20,080 | 739,429 | 72,322 |
| SBDC Customers Served (all activities) | | | | | |
| Total SBDC Clients Counseled: | 1,344 | 1,344 | 6,196 | 306,434 | 23,012 |
| Total SBDC Counseling Hours: | 4,243 | 4,243 | 35,168 | 1,208,919 | 135,773 |
| Average Hours Per Case: | 3.16 | 3.16 | 5.68 | 3.95 | 5.90 |
| SBDC Training Attendees: | 997 | 997 | 9,804 | 339,050 | 33,666 |
| Minority Clients Counseled: (all sessions) | 339 | 339 | 1,634 | 52,052 | 6,286 |
| Minority Training Attendees: | 128 | 128 | 1,325 | 60,259 | 6,133 |
| Women Clients Counseled: (all sessions) | 416 | 416 | 2,061 | 88,534 | 7,620 |
| Women Training Attendees: | 265 | 265 | 2,560 | 130,861 | 10,585 |
| Procurement Technical Assistance Centers | | | | | |
| PTAC Clients Counseled | 314 | 314 | 1,443 | 17,151 | 4,666 |
| Initial PTAC Counseling Sessions | 42 | 42 | 374 | 20,057 | 1,711 |
| All PTAC Counseling Sessions | 571 | 571 | 4,246 | 62,243 | 15,835 |
| Total PTAC Counseling Hours: | 724 | 724 | 6,434 | 85,339 | 22,124 |
| Average Hours Per Case: | 2.31 | 2.31 | 4.46 | 4.98 | 4.74 |
| Total PTAC Clients Trained: | 178 | 178 | 1,950 | 47,985 | 8,288 |
| Minority Businesses Counseled: (all sessions) | 197 | 197 | 1,374 | 39,757 | 5,304 |
| Women Businesses Counseled: (all sessions) | 191 | 191 | 1,472 | 43,371 | 5,218 |
| Economic Impact of Assistance Provided: | | | | | |
| SBDC Jobs Created: | 69 | 69 | 2,095 | 75,325 | 6,902 |
| SBDC Jobs Retained: | 208 | 208 | 3,000 | 98,674 | 12,557 |
| SBDC Total Loans Secured: | 22 | 22 | 204 | 9,541 | 835 |
| SBDC Loan Dollars Assisted: \$ | \$2,810,098 | \$2,810,098 | \$38,594,120 | \$1,738,024,450 | \$245,065,549 |
| SBDC Total Non Debt Financing: | 40 | 40 | 367 | 5,776 | 1,682 |
| SBDC Non Debt Financing: \$ | \$5,431,289 | \$5,431,289 | \$29,836,576 | \$487,298,346 | \$125,272,294 |
| SBDC New Business Starts: | 19 | 19 | 161 | 10,672 | 725 |
| SBDC Existing Business Expansions: | 10 | 10 | 111 | 4,398 | 464 |
| PTAC Jobs Created: | 413 | 413 | 2,429 | 15,212 | 4,272 |
| PTAC Jobs Retained: | 108 | 108 | 3,518 | 45,024 | 10,702 |
| PTAC Contracts Assisted: | 539 | 539 | 1,720 | 54,233 | 5,556 |
| PTAC Contract \$ Assisted: | \$116,045,621 | \$116,045,621 | \$928,021,588 | \$9,880,680,563 | \$3,427,267,416 |
| ITC Sales Assisted: \$ | \$10,409,792 | \$10,409,792 | \$125,436,492 | \$1,628,065,433 | \$517,427,969 |
| NOC Sales Assisted: \$ | \$0 | \$0 | \$6,050,000 | \$454,790,804 | \$91,941,904 |
| First Stop: | | | | | |
| Start up Kits: | 0 | 0 | 0 | 75,957 | 0 |
| Regulatory / Assistance Information: | 594 | 594 | 4,426 | 210,015 | 19,077 |
| Office of Regulatory Assistance: | | | | | |
| Draft Regulations Reviewed: | 32 | 32 | 237 | 9,989 | 740 |
| Draft Regulations Commented On: | 4 | 4 | 62 | 1,516 | 217 |
| Environmental Assistance Program: | | | | | |
| Total Businesses Assisted: | 234 | 234 | 1,414 | 126,521 | 3,980 |
| Total Helpline Calls Received: | 157 | 157 | 697 | 13,598 | 2,155 |

Illinois Department of Commerce and Economic Opportunity
IEN Report for January
Breakdown of Funding Sources

| | Janaury | CY11 | FY11 | HISTORICAL TOTALS TO DATE | TOTALS 09-TO DATE |
|---|-------------|-------------|--------------|---------------------------------|----------------------|
| International Trade Center Clients Served: | | | | | |
| Total ITC Clients Counseled: | 101 | 101 | 419 | 11,176 | 1,494 |
| Total ITC Counseling Hours: | 413 | 413 | 3,505 | 64,691 | 12,226 |
| Average Hours Per Case | 4.09 | 4.09 | 8.37 | 5.79 | 8.18 |
| ITC Clients Trained: | 59 | 59 | 618 | 13,301 | 1,438 |
| Minority Clients Counseled: (all sessions) | 9 | 9 | 51 | 705 | 151 |
| Women Clients Counseled: (all sessions) | 20 | 20 | 70 | 935 | 230 |
| ITC Jobs Created | 0 | 0 | 109 | 1,381 | 258 |
| ITC Jobs Retained | 35 | 35 | 430 | 4,331 | 1,521 |
| Nafta Opportunity Trade Center Clients Served: | | | | | |
| Total NOC Clients Counseled: | 16 | 16 | 131 | 3,721 | 330 |
| Total NOC Counseling Hours: | 82 | 82 | 1,385 | 27,080 | 4,840 |
| Average Hours Per Case | 5.13 | 5.13 | 10.57 | 7.28 | 14.67 |
| NOC Clients Trained: | 0 | 0 | 86 | 5,205 | 360 |
| Minority Clients Counseled: (all sessions) | 1 | 1 | 11 | 156 | 21 |
| Women Clients Counseled: (all sessions) | 2 | 2 | 20 | 370 | 45 |
| NOC Jobs Created | 0 | 0 | 214 | 885 | 268 |
| NOC Jobs Retained | 0 | 0 | 100 | 2,523 | 446 |
| SBDC Day Care Center Clients Served: | | | | | |
| Total Day Care Clients Counseled | 3 | 3 | 21 | 635 | 152 |
| Total Day Care Counseling Hours | 7 | 7 | 64 | 1,917 | 381 |
| Average Hours Per Case | 2.33 | 2.33 | 3.05 | 3.02 | 2.51 |
| Day Care Clients Trained | 0 | 0 | 91 | 6,667 | 1,240 |
| Minority Clients Counseled (all sessions) | 0 | 0 | 17 | 356 | 761 |
| Women Clients Counseled (all sessions) | 0 | 0 | 15 | 543 | 882 |
| Entrepreneurship Center Clients Served | | | | | |
| EC Clients Assisted | 61 | 61 | 313 | 8,752 | 979 |
| EC Clients # of Challenge Grants | 6 | 6 | 21 | 854 | 137 |
| EC Clients \$ Vallue of Challenge Grants | \$26,875 | \$26,875 | \$115,250 | \$5,178,773 | \$1,099,689 |
| EC Clients Capital Leveraged | \$4,582,376 | \$4,582,376 | \$43,696,264 | \$477,606,677 | \$124,432,308 |
| EC Clients Jobs Created | 27 | 27 | 338 | 8,568 | 1,854 |
| EC Clients Jobs Retained | 124 | 124 | 893 | 14,361 | 5,118 |
| DAR Client Served | | | | | |
| Total DAR Clients Counseled | 0 | 0 | 100 | 204 | 204 |
| Total DAR Counseling Hours | 0 | 0 | 251 | 623 | 623 |
| Average Hours Per Case | 0.00 | 0.00 | 2.51 | 3.05 | 3.05 |
| Total DAR Client Trained | 0 | 0 | 294 | 991 | 991 |
| Minority Clients Counseled | 0 | 0 | 35 | 54 | 54 |
| Women Clients Counseled | 0 | 0 | 9 | 72 | 72 |
| DAR Jobs Created | 0 | 0 | 0 | 0 | 0 |
| DAR Jobs Retained | 0 | 0 | 0 | 0 | 0 |